Alberta INDUSTRIAL
NEWSLETTER

DEPARTMENT OF INDUSTRY AND DEVELOPMENT / Hon. A. R. PATRICK, Minister
INDUSTRIAL DEVELOPMENT BRANCH / R. MARTLAND, Director

VOL. 7, No. 5 EDMONTON, ALBERTA, CANADA DECEMBER, 1963

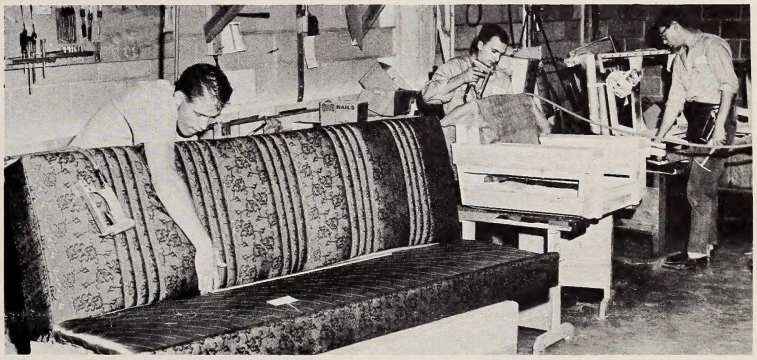
Furniture Manufacturer Sells Direct To Customer

With the opening of the FDY Furniture Manufacturing Ltd. plant at 11922 - 121 Street in Edmonton, one year ago, Manager Gustav Antoni introduced a new concept in the manufacturing and marketing of living room furniture.

At FDY there is no assembly line, no mass production, and no duplication of patterns except when specifically ordered. Yet this plant is turning out between 15 and 20 chesterfield suites a week, each an individual order. The customer visits the factory, selects his own design, fabric and colour, and an experienced craftsman is assigned to build the furniture.

Construction of a chesterfield or chair starts with the bare wooden frame. The standard frames are purchased in Edmonton, especially made for FDY by Kencraft Industries Ltd., while Danish or French Provincial frames are imported from Winnipeg.

Each craftsman at FDY is responsible for a complete item, and does all the work from the springs right through upholstering to the finished covering. When a chesterfield set is completed, it is shipped directly to the customer.



The FDY production line. At right, a craftsman starts work on a bare frame; centre, the canvas covering is being stapled over springs in the back of a chair, using the pneumatic stapler; left, padding and cover are fitted on the back of a chesterfield.

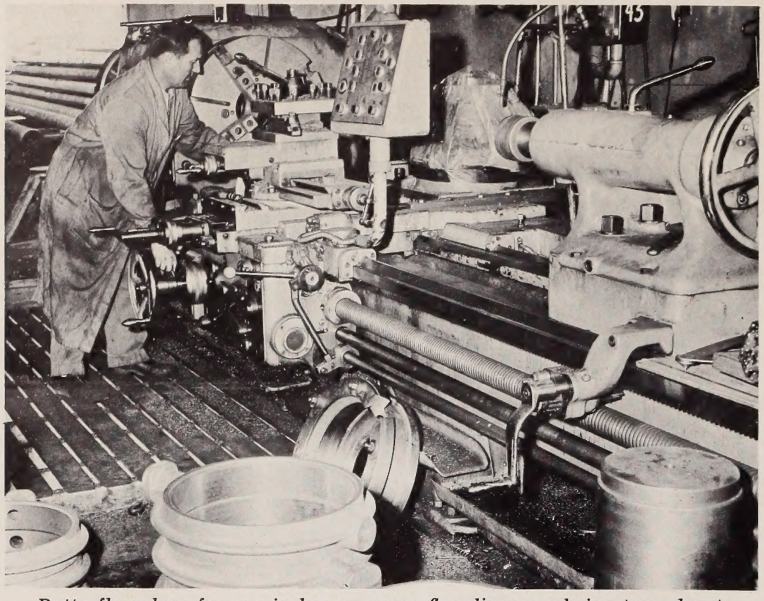
Custom orders on a large scale are also handled at FDY Furniture Mfg. Ltd. One such order, recently completed, was for all the furnishings for the Armed Services Building at the University of Alberta. Many of Edmonton's newest apartment buildings are renting furnished suites equipped by FDY.

Mr. Antoni started FDY Furniture Mfg. Ltd. with a very limited amount of capital, and three employees. Today his staff of 11 earns an average of $3,000 monthly.

The rented building which houses the company contains 6,000 square feet of floor space, most of which is devoted to manufacturing and storage area. There is a small display area in the front, where a few chesterfields, upholstery fabric samples, and some accessory items are shown.

However, the majority of items manufactured at FDY are shipped directly to the customer, hence the name of the company: "**F**actory **D**irect to **Y**ou".

NEW FACTORY FEATURES AUTOMATIC PRODUCTION LINE



Butterfly valves for use in low pressure flow lines are being turned out on this versatile contouring centre lathe.

Metal parts and equipment for Alberta's oil and gas industries which were formerly imported from the U.S.A. are now being manufactured in Canada by Alberta Oil Tool Co. Ltd., P.O. Box 5530, Edmonton. As well as being one of Canada's two manufacturers of sucker rods for the oil industry, the company also manufactures screwed fittings, well heads, butterfly valves and does custom machine work. Most of its products are manufactured from Canadian made steel, with the exception of a few special forgings which are imported.

Originally formed in 1951, the company did general repair and machine work before being purchased in March 1962 by the W. C. Norris Division of the Dover Corporation of Tulsa, Oklahoma. Vice President and General Manager of the Company is C. L. Snelling.

In November 1962, the company commenced manufacture of a wide range of items in its new manufacturing plant housed in a 35,000 square foot concrete block building. The building at 9530 - 60th Avenue, also houses the company's offices and warehouse facilities, besides a million dollars' worth of equipment and inventory. Much of the equipment is specially designed and includes an automatic threading machine; an automatic turret lathe; a large horizontal press called a "Bulldozer"; and a contouring lathe with 100" between centres and a 47½" swing, said to be the largest contouring lathe in western Canada.

Sucker rods for the oil industry are one of the principal items produced and are handled automatically at almost every stage of their manufacture. A moving conveyor passes the blank rods through a furnace to heat the ends for forging; a horizontal upsetter forges the end and shoulder; a normalizing furnace restores original grain structure; and a blasting machine removes scale or rust. The 25 foot long rods are lifted by crane on to another conveyor to pass them through the automatic threading machine which performs five different operations on each end of the rod, completely automatically; and thence through a painting machine and on to a storage rack.

The couplings which are used to connect the sucker rods when in use are produced in a fully automated production line. The steel bars first go through a cut-off machine which cuts the couplings to proper length, then through a mark and roll machine. From this operation the blanks are fed by conveyor into an eight-spindle double indexing automatic where they are drilled, faced and chamfered. Next the conveyor chute carries the couplings to a broach where the wrench flats are milled; then to the final threadings and gauging.

The company is a Canadian producer of well heads for the completion of oil and gas wells. These heads are machined and finished to the required specifications in Edmonton.

Butterfly valves are another item now produced by the firm. These were formerly imported in the finished state. The valves are manufactured and stocked in a variety of sizes, ranging from 2 inches to the 12 inch size used in heavy industrial applications and oil pipelines. The castings are produced by several foundries and machined on the company's VDF contouring lathe. All the components for these valves, with the sole exception of the rubber seats, are produced in Alberta. This type of valve has a wide range of potential applications, including waterflooding of oilfields, pulp and paper mills, petrochemical processing, and in any type of low pressure flow line handling almost any type of fluid.

One recent job of custom machining which really tested the mettle of the company's equipment and machinists was the machining of 150 concave rolls weighing up to 450 pounds each and with a hardness of 60 to 64 Rockwell C. These were successfully cut to a new radius, for the new Page Hersey steel pipe mill in Camrose.

The company's products are handled by regular oilfield equipment distributors throughout western Canada and the company also maintains a large inventory of its finished products in its new Edmonton warehouse. With the latest equipment and a staff of 60 skilled employees, the company is assured of a fair share of Canada's growing markets for its specialized products and versatile services.

Wide Interest In Trade Fair

The fourth Northwest Canadian Trade Fair will be held in the $1.5 million SportEx Building in Edmonton's Exhibition Grounds April 20 through April 25. The Fair provides industries opportunity to display their products and at the same time affords the public an opportunity to see Alberta's industrial capability. The largest annual trade fair west of Toronto, the Northwest Canadian Trade Fair is an ideal showcase to present to the public the latest products, new improvements and advanced production methods which have contributed to industry's rapid progress during the past few years.

The beautiful SportEx Building with its 70,000 square feet of display area, provides an ideal setting for the fair with every modern facility. Trade Fair officials are pleased to provide every service possible to exhibitors and visitors. Hotel and motel accommodations can be reserved through the Trade Fair Office and customs assistance for out-of-country exhibitors is also available.

Display space with a depth of 10 feet is available to exhibitors in units of 10-foot frontage. Early reservations will ensure the availability of multiple adjoining booths. The allocation of professionally decorated display space will be governed by the integration of exhibits of an allied nature for maximum impact, and a generous advertising budget will benefit all exhibitors. Rental rates for the space range from $175 for 10 feet of frontage to $575 for 40 feet.

A private trade showing has been arranged for Tuesday, April 21 from 1:00 P.M. to 5 P.M. for senior industrialists from all parts of Alberta and from many points outside the province, together with federal, provincial and civic government officials.

The Trade Fair will be open from 6:00 P.M. to 11:00 P.M. daily, except for Wednesday and Saturday, when it will be open from 1:00 P.M. to 11:00 P.M. A heavy enrolment of exhibitors has already been recorded.

Additional information may be obtained from Northwest Canadian Trade Fair, Trade Fair Office, Exhibition Grounds, Edmonton, Alberta.

Mobile Radio Plant Prospers

Alberta's steadily expanding private communications network and its oil, transportation and construction industries are providing Mandrel Industries Ltd., located in the Fairview Industrial Development Park, Calgary, at 303 Forge Road, (Box 1087), with a ready market for their products. These include Citizens' Band mobile radios, commercial mobile communications equipment and geophysical instruments and supplies, including geophysical magnetic tape.

The company, which is a subsidiary of Mandrel Industries Inc. of Menlo Park, California, was established in 1961 in a leased 14,000 square foot concrete block building which was built to their specifications at a cost of $120,000 and furnished with $120,000 worth of equipment.

Mandrel is the Canadian licensee for Fairchild Corporation's "Du Mont" line of mobile communications equipment and associated list equipment, which comprises many different types and models, as well as assembling its own line of geophones, cables and magnetic recording tape, for geophysical uses. Their equipment is sold across Canada through jobbers and dealers, and also by direct tender to large institutions and organizations, such as government departments, both federal and provincial, and also on an international basis.

The parts and materials for manufacturing their products came from various sources, but the company makes all the metal parts of the casing and chassis in their own metal shop, with the exception of the cast aluminum trim. A good example of the vast refinement in manufacturing techniques is a new sub - miniature geophone weighing one and one-eighth ounces which used to weigh 12 pounds as manufactured a few years ago. Because of the type of work involved in assembly of electronic parts, a large percentage of the working staff are women. The total staff employed varies somewhat according to the items being produced, but is usually around 28, with a monthly payroll of $10,000.

Sales of $750,000 are anticipated during 1963.

The delicate work of assembling the many intricate parts of the radio communications equipment is done by skilled workers on this production line.

$100,000 PAINT PLANT SERVES BIG WESTERN MARKET

An overall view of the shop. In the foreground, Mr. St. Laurent instructs a staff member in the correct shade for an order. On the right, chemist Gerry Lefave prepares to take a sample from the dissolver-grinder, while two other employees are filling cans of paint, using the overhead hoist to lift the mixing vats.

A magazine article publicising Edmonton's growth led to the establishment here of Tower Paint & Laboratories Ltd.

The story led president and general manager Ed St. Laurent to begin his investigations in the Edmonton area two years ago, and with the assistance and encouragement of the Alberta Department of Industry and Development, he established his plant early this year at 16441 - 111th Avenue. Mr. St. Laurent attended the Winnipeg School of Art, and has had more than 29 years of experience as decorator and consultant in both home and industrial decorating. Mrs. St. Laurent, who is skilled in reading blueprints, is secretary-treasurer of the company, and their son, Gerard, is vice-president and sales manager.

The 4,000 square foot plant, a modern concrete block structure located on a one-acre site to provide ample parking and room for expansion, is equipped to test and manufacture paint products designed to meet the high standards needed by both professional and non-professional painters. Using the latest in equipment, the plant produces between 1,200 and 1,400 gallons daily, and includes on its list of products more than 40 different exterior and interior paints and varnishes, in more than 2,170 shades.

A key point in the factory is the laboratory, where paint chemist Gerry Lefave tests every batch of paint manufactured in the plant, in addition to carrying out a continuous program of research for new products, and on special orders requested by individual customers. Here a specially designed instrument tests the viscosity of paint. Another device measures the thickness of the paint, determining its ability to cover with one coat.

A high speed dissolver and grinder is used for grinding and mixing the pigments and lead-zinc used in the manufacture of the paint. A special gauge is employed to test the pigment mix for the exact fineness. Six portable vats containing 150 to 175 gallons each are used for the mixing process.

An overhead steel rail and hoist system handles the various chemicals, most of which arrive in 450 pound steel drums. These include chemicals which make the paint flow easily, prevent corrosion, and give protection against frost.

A special source of pride to Mr. St. Laurent is the fact that the exact formula for each paint is shown on the can label. The determination of these formulae, especially designed to withstand severe weather conditions, was a project of George G. Shaffer of Vancouver, Tower's consulting chemist.

A total of just over $100,000, including building and equipment, is invested in Tower Paint & Laboratories Ltd., and the payroll of $35,000.00 annually goes to a staff of eight plant and office personnel, plus four sales people.

Tower supplies its products through the normal retail outlets in the province, with each outlet given exclusive territory privileges in the area in which it is located. The firm also has a warehouse in Calgary for marketing in southern Alberta.

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GLUE LAMINATED TIMBER PRODUCTS UNITE APPEARANCE WITH ECONOMY

The massiveness of ancient building methods is combined with the clean lines and aesthetic design of modern architecture when glued laminated wood products, or "Glulam" as they are often called, are used in construction. "Glulam" is a product of Western Archrib Structures Ltd., located on Highway 14 East and 50 Street in Edmonton.

Founded in 1951 by father and son team Cecil and James Fargey, who are also managers and principal shareholders of the firm, Western Archrib's products are now being shipped to many points across Canada, and within the Arctic Circle. Some have even travelled as far as India, to form part of buildings housing the Western technicians on the huge Mangla Dam project. Gross sales have more than tripled in the last five years.

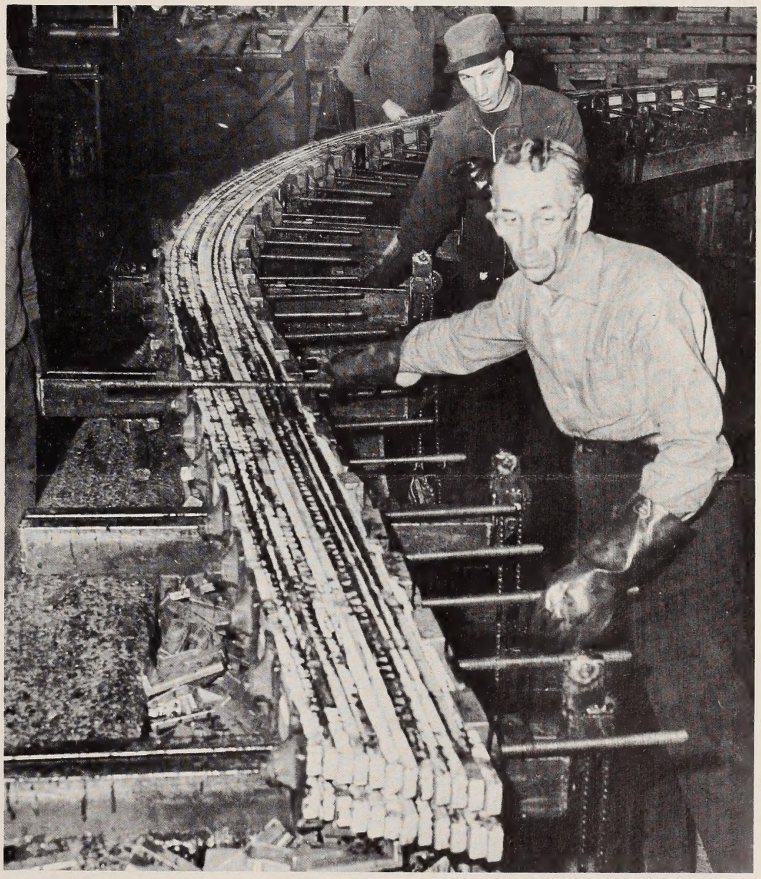
Western Archrib's products are made by building up a structural member of the desired size from successive laminations of structural grade Douglas fir which have been coated on both sides with a waterproof or water-resistant glue, and clamping them under pressure in a metal form. Straight, bent or gracefully curved shapes can be produced, depending on the form used.

Basic raw materials are laminating grade B.C. Douglas fir which has been kiln dried to a moisture content of 10% to 14% and is selected for its long, even grain structure. The glues used are supplied by the Edmonton branches of Monsanto Chemical Corporation and Pacific Resins Ltd.

The design of all new beams and arches is first laid out on the floor of a large pattern loft and the basic pattern made, from which all work is done. The lumber from which the work is to be fabricated is cut into a long tapered "scarf" joint where it overlaps the adjacent piece, to give the maximum gluing surface and eliminate any abrupt joints which could be weak points. After being glued and clamped for the required period, the laminated wooden beam or arch is planed and sanded with power equipment to give it its final finish and bring out the beauty of the grain. The beam or arch is usually stained or varnished after it has been erected, depending on the architect's requirements.

Many different types of structural members can be made by this method, including beams, arches and trusses. "Glulam" products have been used to build everything from churches, sports arenas, bridges, to peak roofed barns. Supermarkets, schools and industrial buildings have also proven the economy and versatility of the product. Because of its favourable strength to weight ratio the "Glulam" structure often requires smaller foundations to carry its weight than other products and its pleasing appearance eliminates the need for further finishing. These features have given rise to a new trend in architectural design, based on the open beam ceiling.

When the company started in business in 1952, much equipment which is now standard and easily obtained was not available, and so the staff designed and built much of their original equipment themselves. Today, the company owns 30,000 square feet of floor space in its Edmonton plant. With its $175,000 annual payroll for 70 employees and its wide range of versatile products, the company forms an important part of Alberta's growing construction industry.



The curved portion of a tied arch is being removed from the moulding clamps which held it fast until the glue dried.

PLASTIC PIPE FACTORY ALSO HANDLES EXTRUSION AND VACUUM FABRICATION

To take advantage of the ready supply of raw materials and an untapped, rapidly expanding market, Alberta Polytubes Ltd., of 12105 - 120 Avenue, Edmonton was established in 1958 to manufacture plastic pipe and tubing.

Plastic resins are the basis for the whole process. The resins most commonly used are polyethylene ("P.E."), which is produced locally from natural gas, polyvinyl chloride ("P.V.C."), and acrylonitrile butadiene styrene ("A.B.S."), which are imported. The company also utilizes other resins such as nylons, acrylics and styrenes, if required. The process begins by premixing the resins to obtain the desired colours and densities before they are fed to the extruding machines.

The plastic resins are heated to a minimum of 340 degrees F. in these machines to form a molten mass which is forced out through hollow dies which mould its outside shape. The inside shape of the extruded plastic is shaped by steel mandrels which are suspended in the centre of the openings of the dies by thin supports. The hot plastic seals itself together after passing the thin supports and comes from the die in its final tubular shape to run through an 18 foot long water filled cooling trough.

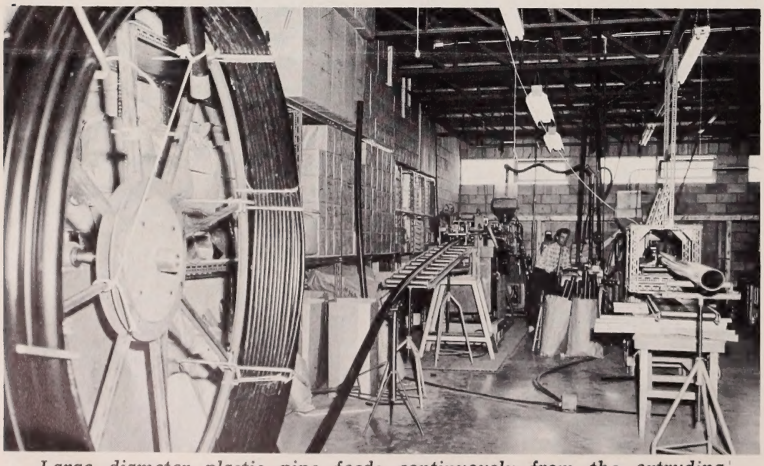
The extruding machines can each handle 120 pounds of resin an hour and can produce a variety of tubing sizes from one sixteenth of an inch to six inches in diameter. The thickness of the tubing wall can also be varied from almost paper thinness to the dense, thick walls for heavy industrial pipe. Numerous other shapes besides the circular can also be extruded by using special dies. However, round pipe and tubing are the items most in demand.

The company also does custom injection moulding, vacuum forming skin packaging, and fabrication of clear acrylic items such as aquariums, surgical tools and test chambers.

Because of its lightness, flexibility and corrosion resistant characteristics, the company's plastic pipe has been used to advantage in a number of unusual projects. Many thousands of feet of the pipe were used to carry freezing fluid to build and maintain an artificial ice bridge over the river just east of Edmonton, which enabled a sand and gravel company to save a half a million haulage miles on the transporting of their products.

It was used to carry freezing fluid again by a western potash mining company to freeze treacherous quicksand formations so that they could sink their mineshaft without cave-ins. A multitude of other uses from carrying drinking water or conveying beer bottles to curling hair or heating the concrete floors of hog pens have been found for the versatile pipe, and more are being found all the time.

Housed in a leased 6,000 square foot concrete block building which was built to the company's specifications, Alberta Polytubes Ltd. has 12 employees and is still expanding. Its products are sold across Canada through distributors and wholesalers and the company also has its eye on the export market.



Large diameter plastic pipe feeds continuously from the extruding machines onto the waiting drums.

FRANCHISES AVAILABLE

Reprinted from Department of Trade & Commerce, Ottawa.

Quick-Change Live Storage Racks —Joint venture or licensing

United States company specializing in materials handling equipment wishes to contact a Canadian firm interested either in manufacturing its live storage rack system or in participating in a joint venture for such manufacture in Canada.

Diaphragm Valves

British firm is interested in having its line of diaphragm valves manufactured in Canada. These valves are used with systems for transporting acids, oils, alkalis, slurries, viscous substances, abrasive suspensions, food products, beverages, gases and most hard-to-handle fluids.

Filteraids & Fillers Manufactured from Perlite—Joint venture or licensing

United States firm offers manufacturing license, technical knowledge and technicians, special machinery and some capital to Canadian firm interested in a joint venture for the manufacture in Canada of filteraids and fillers of perlite.

Various Automotive Equipment

United States firm wishes to have its products manufactured in Canada under a licensing arrangement. Lines include truck dump bodies, hydraulic refuse bodies, trailer dump bodies, hydraulic hoists, winches, power take offs, hydraulic pumps, valves, etc. Firm offers technical information, technicians

(Continued on Page 7)

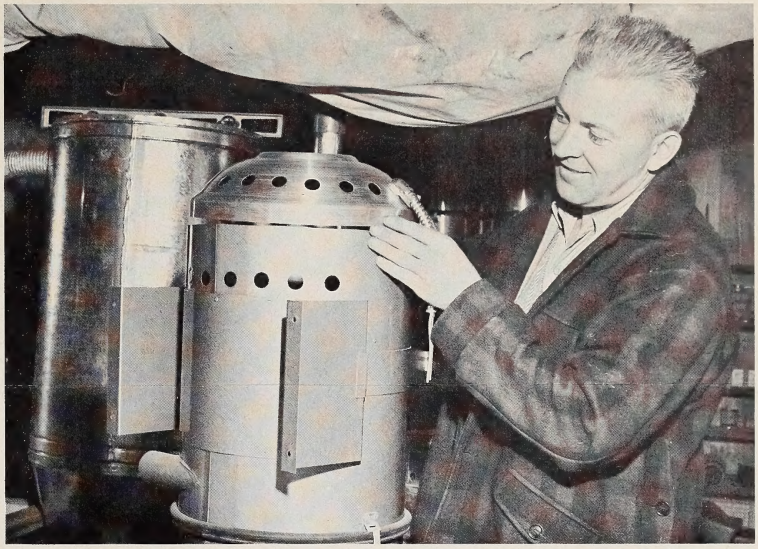
Costs Cut By Central Vacuuming System

A steadily growing demand for central vacuum cleaning systems coupled with the high cost of imported units, prompted E. O. Derricott of Edmonton, Alberta to begin investigating the possibilities of manufacturing a central vacuuming system. He was convinced he could manufacture similar products in Alberta cheaper than they could be imported. Today, Earl Derricott of Wesvac Mfg. & Sales Ltd., 10231-78 Street, Edmonton, Alberta, has been proven right.

Wesvac's commercial unit, widely used by seed cleaning plants handling coarse grains, feed mills, line elevator, and commercial producers of field crop and garden seeds, sells for one third the price of similar equipment formerly imported and contains several major improvements. The firm's average domestic model, central vacuuming system now sells, installed, for about 50 percent of the former price. The vacuums are sold direct to the consumer and installed by the company's own experts. Wesvac looks forward to doubling the volume of business next year.

The commercial model contains several major innovations, including the removal of 98 percent of the dust by a cyclone before the remaining two percent is removed by the filter. This saves on filters by lengthening their service life and also permits the recovery of about 90 percent of spilled grain formerly wasted with the dust but now saleable as feed. The improved filtering material which the company uses also contributes to the increased efficiency of the unit.

Wesvac's domestic model has been installed in many institutions such as schools, hospitals, hotels and clubs, as well as private residences, both old and new. The equipment is installed in the utility area of the building and aluminum tubing is run to outlets set in the wall which look very similar to an ordinary electrical outlet. There are usually three or four outlets in an average house and the action of plugging the 25 foot hose into any one of the outlets switches on the vacuum. The suction is much more powerful than a portable vacuum cleaner as the unit has a capacity of 120 cubic feet of air per minute. The commercial model is similarly superior to previously available units, both in economy and performance.



Final assembly of a residential or light commercial unit is being completed, with a commercial seed plant unit on the test bench in the background.

All the raw materials from which the unit is made are procured in Alberta except the hose and the motor, which are brought from eastern Canada. In the actual manufacturing, about 35 percent of the work is contracted out to jobbers to avoid heavy company investment in specialized equipment. The remainder of the work is done in the company's shop.

The outer shell of the unit is given a smart baked enamel finish before final assembly. All units are fully bench tested before being passed to storage.

The provincial Department of Agriculture provided the company with some initial encouragement to develop their commercial system because there was a need for such a reasonably priced unit in many parts of the province. Enquiries regarding the Wesvac units have now been received from several other countries and the company is inviting inquiries from dealers interested in procuring a franchise.

(Continued from Page 6)

on loan if required, drawings, parts and promotional literature. Literature available.

Resin—Joint venture or licensing

United States company is interested in a joint venture for extracting powdered natural fossil resin from Western Canada coal whereby U.S. company would provide patents, technical information, engineering and the necessary machinery and equipment.

Preparations for Bowlers and Golfers and for Bowling Lane Maintenance

United States company offers its lines of preparations for bowlers, golfers and bowling lanes for manufacture under license in Canada. Preparations for bowlers and/or golfers include non-slip wax, liquid shoe protector, powdered and liquid non-slip resin and hand conditioner. Bowling lane maintenance preparations include lane conditioner wax, alley and approach cleaner, wax remover, ball cleaner and polish and bowling shoe leather restorer. This offer would be particularly opportune for manufacturers of chemicals or floor waxes. Operation involved is essentially one of mixing, canning, and packing. Literature available.

TOWN OF ELK POINT

LOCATION

Section 1-57-6-W4 in Census Division No. 12. This location is 160 miles northeast of Edmonton on Highway No. 41—two miles north of the North Saskatchewan River. It is also on the Edmonton to Heinsburg branch line of the Canadian National Railways.

ALTITUDE

2,000 feet (approx.). Latitude 53/54. Longitude 110/54.

TEMPERATURE

Average summer, 53 degrees F., average winter, 17 degrees F., average annual, 32 degrees F.

RAINFALL

Average yearly rainfall, 10.71 inches; average yearly snowfall, 40.8 inches; average annual precipitation, 14.79 inches.

GEOLOGY

The bedrock of this area underlying the glacial deposits is the Belly River formation of the Upper Cretaceous period. This formation is a series of light coloured sandstones and shales. This horizon in other parts of the province includes dinosaur beds and coal seams.

SOIL

Elk point is in the Transition and Grey Wooded zones.

LIVING CONDITIONS

The town lies two miles north of the North Saskatchewan River on the main highway between Vermilion and St. Paul. The many trees in and around the town provide shelter and a refreshing appearance on the hottest days. It is a district centre for medical facilities, having a 51 bed hospital. Recreational point for the area, it has a full range of entertainments including a movie theatre, public library, golf course, curling and skating rinks, tennis court and a baseball diamond.

ADMINISTRATION

The town is governed by six councillors and a mayor, two being elected each year for a three year term. The mayor is elected every two years.

LAW ENFORCEMENT

There is one town constable and a justice of the peace and a travelling magistrate. Buildings must conform to national building code standards and electrical and sanitary installations must comply with provincial regulations.

FIRE PROTECTION

The volunteer fire brigade consists of a fire chief and 20 volunteer firemen and is supplied with modern equipment. There are 16 fire hydrants conveniently located throughout the town, supplied from a 43,000 gallon water tower.

TAX STRUCTURE

The mill rate is 58 mills based on 22.75 municipal, 30.25 school, 2.75 hospital and 2.25 debt. Total assessment is $989,860 made up of $126,870 land and $729,950 improvements based on 100% of fair value, $109,260 business, $13,570 power and $10,210 gas.

UTILITIES

Power is three phase 60 cycle and is supplied under a franchise with Canadian Utilities Ltd. Natural gas is supplied from local wells under a 10 year franchise by Elk Point Gas Ltd. Water is obtained from local wells and is piped into a 43,000 gallon elevated tower. L.P. gas and diesel fuel are also available.

Elk Point

EDUCATION

The town schools constitute Elk Point School District No. 2005 which is a unit of the St. Paul School Division No. 45. Grades 1 to 12 are taught along with the following optional subjects: typing, bookkeeping, music, art and drama. Rural students are transported by bus to the town schools which have a total enrollment of 528 pupils.

CULTURAL ACTIVITIES

The Elk Point Municipal Library is operated by the town and supported by a provincial government grant and membership fees, and is open two afternoons a week. There is a local five piece orchestra, and school activities include drama, music and art.

LOCAL RESOURCES

Lumber, sand gravel, wheat and coarse grains, dairy products, honey, straw, poultry and eggs, horses, cattle, sheep, hogs, natural gas and salt. In recent years, the trend in the area has been toward mixed farming and the bulk of farm cash income is derived from the sale of cattle and hogs. Barley for feed is the principal cereal crop.

BUILDING SITES

Residential sites are available, also industrial sites adjacent to trackage and graveled highway. All sites can be served with three phase 60 cycle power and natural gas.

For further information about Elk Point write

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Town of Elk Point,
Elk Point, Alberta.

or

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